



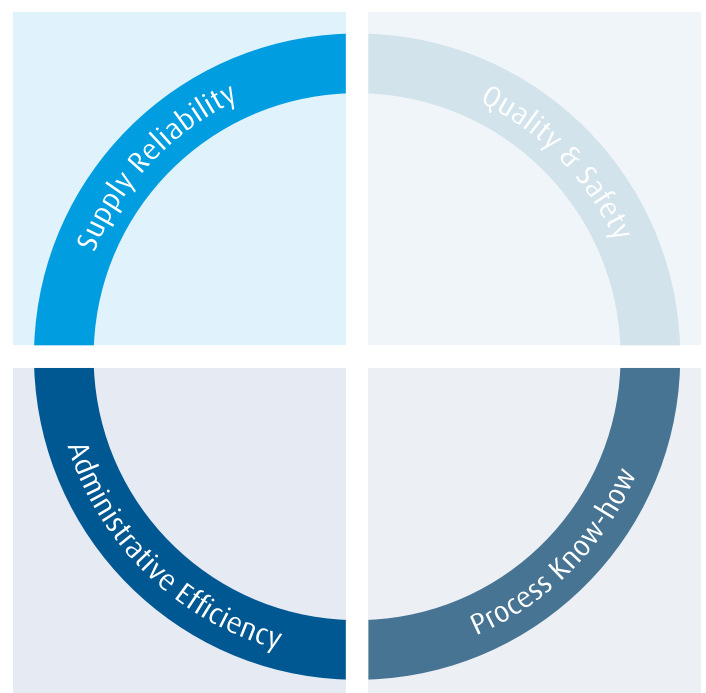
Play a winning game of efficiency improvement.

Complete gas solutions
at your service.

More than just gas delivery. Enjoy the benefits of Services from Linde.

Today's business environment is marked by continuous change and increasing complexity. The breadth and depth of knowledge required of companies to remain competitive is staggering. Rising safety and environmental standards demand increased compliance, while technical innovations force companies to optimise and redefine their processes.

In order to keep pace with this change, you have to continually improve the efficiency of all your processes and applications. With this in mind, you may ask yourself the questions: "Why should I struggle with activities which are not key to my business? How can I improve efficiency if I am wasting time doing things which others can do at a lower cost?"



The Service portfolio of the Linde Gases Division provides a structured overview of Linde's comprehensive service range which allows you to improve your efficiency.



You need the freedom to focus on activities that create value for your customers. Since you have unique requirements, you demand tailor-made solutions and flexibility in the choice of the services on offer. Therefore, you require a gas supplier who understands your need for increased efficiency – a partner who has the right solution for every situation.

Is it your aim:

- to increase your administrative efficiency?
- to enhance the reliability of the gas supplied?
- to increase the safety of your workplace?
- to ensure a consistent high quality of your products?
- to benefit from an excellent know-how of all types of gas-related processes?

If so, then explore our offer – and we will develop a unique solution for you which is much more than simply the sum of single product and service offer.

Please contact your local Linde sales representative or a Linde customer service agent to find out more about the specific service offers available in your country.



Administrative Efficiency. Convenient commercial processes boost your business.

Administrative processes, such as inventory management, ordering products or controlling deliveries and invoices, are activities which do not create value for your customers. Although you desire to reduce costs through quick and easy processes, you need a high level of transparency to ensure that your costs are under control. At first glance, these goals may seem to contradict each other.

With our experience as a supplier of goods and services, we are able to translate these seemingly contradictory goals into solutions that simplify your purchasing and payment processes. We understand that you need easy processes that focus on your key requirements. Therefore, we offer you tailor-made solutions which make your processes easier and more transparent.

Supply Reliability. Continuous gas supply keeps you focussed on your main objectives.

For your production process, you need to ensure constant availability of gases. At the same time, you want to focus on your main processes and not worry about the gas supply. Therefore, you need a partner who is able to deal with your unique delivery requirements and is able to support you when you have to react to an unforeseen demand.

With Linde by your side, you can concentrate on your core business. We strive to ensure that unscheduled interruptions will be a thing of the past for you – in gas delivery as well as gas supply. If anything unexpected happens, you can count on us. We are there to serve you!





Quality and Safety. Helping you to stay safe, healthy and competitive.

It is difficult for you to keep track of the constantly evolving legislation for the use, transport and storage of gas. Nevertheless, it is critical that you ensure compliance with the latest regulations and that you continuously reduce risk. At the same time, the quality of your product is key to remaining competitive, so you can't compromise on the quality of your gases. All these challenges mixed together are hard to overcome – but don't worry, we've got you covered.

At Linde, safety has top priority in everything we do. We care about your health, safety and security as much as we care about our own. Therefore, we strive to eliminate risk for you and your employees. The consistent high quality of our gas secures not only the quality of your products but also the reliability and safety of all your processes where gas is used.

Process Know-how. Profit from our global network of local experts.

No matter which type of industry you operate in, in order to stay competitive, you need to continuously increase the efficiency, reduce the cost and improve the quality of your processes. This is also true for gas-related processes. You need the best experience in the business as well as the competence to develop customised solutions. But why should you develop these capabilities if you only need them occasionally? Why not profit instead from our expertise in all processes where gases play an important role?

We have deep knowledge in manufacturing as well as process industries. When it comes to new and efficient gas applications, our application specialists stay on top of the latest developments. With our extensive global network of local experts and our global development department, we are able to support you with our application know-how all over the world.



Getting ahead through innovation.

With its innovative concepts, Linde is playing a pioneering role in the global market. As a technology leader, it is our task to constantly raise the bar. Traditionally driven by entrepreneurship, we are working steadily on new high-quality products and innovative processes.

Linde offers more. We create added value, clearly discernible competitive advantages, and greater profitability. Each concept is tailored specifically to meet our customers' requirements – offering standardised as well as customised solutions. This applies to all industries and all companies regardless of their size.

If you want to keep pace with tomorrow's competition, you need a partner by your side for whom top quality, process optimisation, and enhanced productivity are part of daily business. However, we define partnership not merely as being there for you but being with you. After all, joint activities form the core of commercial success.

Linde – ideas become solutions.